

Message Text

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PAGE 01 DHAHRA 00413 281018Z
ACTION NEA-10

INFO OCT-01 EB-08 ISO-00 /019 W
-----011151 281151Z /10

R 280741Z MAR 78
FM AMCONSUL DHAHRAN
TO USDOC WASHDC
INFO SECSTATE WASHDC 6127
AMEMBASSY JIDDA
USLO RIYADH
AMEMBASSY SANA

UNCLAS DHAHRAN 0413

E.O. 11652: N/A
TAGS: BEXP, SA
SUBJECT: WATER RESOURCES SPECIALIZED TRADE MISSION - JUNE 1978

REF: (A) USDOC 05316, (B) USDOC 05798, (C) JIDDA 2132, (D) RIYADH 009
0

1. ALTHOUGH CONSULATE DOES NOT KNOW COMPOSITION OF WATER RESOURCES TM, OUR COMMENTS ARE PREDICATED ON ASSUMPTION THAT MEMBERS WILL BE IN FIELDS RELATING TO DESALINIZATION, AGRICULTURE, WATER PURIFICATION AND THE LIKE. SINCE SOME PRIME TARGET MARKETS FOR EQUIPMENT AND SYSTEMS FOR THESE FIELDS WOULD BE SAUDI MINISTRIES, WE SUGGEST THAT DHAHRAN SCHEDULE BE CURTAILED SOMEWHAT AND RIYADH STOP, WHERE MINISTRIES ARE LOCATED, BE EXPANDED.

2. LARGE DESALINIZATION PLANTS, FOR EXAMPLE, WILL BE LOCATED IN EASTERN PROVINCE, BUT DECISION ON CONTRACTS IS IN HANDS OF SALINE WATER CONVERSION CORPORATION, WHICH IS HEADQUARTERED IN RIYADH. LIKEWISE, MINISTRY OF AGRICULTURE, WHICH HAS WELL-DRILLING PROJECTS LOCALLY, HAS NO DECISION-MAKING REPRESENTATIVES IN DHAHRAN AREA.

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3. CONSULATE SUGGEST THEREFORE THAT DHAHRAN SCHEDULE BE SHORTENED TO JUNE 3 AND 4 WITH JUNE 4 EVENING DEPARTURE TO RIYADH. THIS CHANGE WOULD GIVE ONE EXTRA DAY

FOR OFFICIAL AND BUSINESS CONTACTS IN RIYADH AS STIPULATED IN REFTEL C. (RIYADH MAY WISH COMMENT ON OUR PROPOSAL).

4. ARAMCO, WITH ITS LARGE SEA WATER TREATMENT PLANTS, AND LOCAL AUTHORITIES WHO ARE INTERESTED IN VARIOUS WATER PURIFICATION PROJECTS COULD BE TARGET MARKET FOR TIM IN DHAHRAN. ALSO, DEPENDING UPON COMPOSITION OF TM, UNIVERSITY OF PETROLEUM AND MINERALS, WHOSE RESEARCH INSTITUTE EXPECTS TO EXPLORE VARIOUS WATER PROJECTS, MIGHT BE INTERESTED. EXPANDING HOTEL INDUSTRY AND LARGE NUMBER OF HOUSING COMPOUNDS BEING BUILT MIGHT ALSO PROVE LUCRATIVE MARKET FOR WATER PURIFICATION AND OTHER TYPES OF WATER CONDITIONING EQUIPMENT.

5. BUDGET ESTIMATES FOR DHAHRAN:

DIRECTOR'S SUITE - \$185 PER DAY
DOUBLE ROOM FOR SINGLE OCCUPANCY - \$95 PER DAY
BUSINESS INFORMATION CENTER AT ALGOSAIBI - GRATIS
PRINTING/MAILING TOTAL COST - \$150
RECEPTIONIST/SECRETARY - \$40 PER DAY
CAR RENTAL - \$125 PER 8-HOUR DAY
HOSPITALITY (RECEPTION) - \$700
PHOTOGRAPHY SERVICES - \$60 FOR 3 HOURS
INCIDENTAL OVERTIME \$ 200

HOTEL ROOM COSTS INCLUDE 15 PER CENT SERVICE CHARGE.

6. CONTROL OFFICER: DONALD F. MEYERS, E/C SECTION CHIEF,
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OFFICE PHONE: 43200, 43452 OR 43613, EXT 225, HOME PHONE:
SAME NUMBERS, EXTENSION 238.

7. PROVISIONAL BOOKING FOR ONE DIRECTOR'S SUITE AND
TWELVE SINGLES MADE AT THE ALGOSAIBI HOTEL: MAILING ADDRESS

AIRPORT P.O. BOX 51, DHAHRAN, SAUDI ARABIA. PHONES: 42466,
42160, 42220, 42228 OR 44344. TELEX: 67008 GOSOTEL SJ, ALKHOBAR.

8. 300 BROCHURES PRINTED IN USDOC WILL SUFFICE FOR DHAHRAN
IF RECIEVED AT LEAST 30 DAYS IN ADVANCE. IF READY EARLIER,
SUGGEST MAILING IN PACKAGES OF 50 BROCHURES EACH VIA APO:
AMERICAN CONSULATE GENERAL, APO NEW YORK 09616.

9. POST ANXIOUS TO LEARN REACTION TO SUGGESTION ABOUT

SLIGHT REVISION OF MISSION SCHEDULE SUGGESTED ABOVE FOR
DHAHRAN. ALSO, SINCE MISSION FIRST ENTRY INTO SAUDI ARABIA
IS THROUGH DHAHRAN, WE WOULD RECOMMEND ARRIVAL ON SATURDAY

JUNE 3 WHEN VIP RECEPTION AT AIRPORT CAN BE ARRANGED. FRIDAY
ARRIVAL ENTIRELY RULES OUT VIP TREATMENT AT AIRPORT.
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